



ACHIEVING GRANT SUCCESS: LET'S DO MORE WITH MORE

BE PROJECT READY



Carolyn Powell, PhD, LPC

Carolyn Powell, PhD has over 20 years experience in writing and researching grants for 501(c)3 entities, city/county governments and healthcare entities and is the founder of Grant Work, LLC. For 10 years, Dr. Powell published a weekly document regarding new grant and resource opportunities for the federal government to assist private, public and non profit organizations. She is a Licensed Professional Counselor in Alabama since 1990. Specialities include: Grant Writing, Organizational Psychology and Leadership. Dr. Powell strives for Grant Work, LLC to adhere to professional and ethical standards. Grant Work, LLC will extend its best professional effort to obtain the result desired by you, the client.



Rachel Cagle

Graduating from the University of Georgia with a background in Economics, Cagle set to work as a District Executive for the Boy Scouts of America before returning to the family business of insurance. After being in sales for 10 years, she took a two year sabbatical to have three children. Throughout her life, Cagle has been a volunteer in a variety of places, recently focusing her talents on children's education, childlife enrichment, and local historic preservation. Cagle brings a unique perspective to the team with her energy and excitement for the grant at hand.



Tiffany Hammond

Tiffany graduated from Judson College with a B.S in Education and went on to gain experience in K-8 classroom teaching in Alabama, Colorado and New Hampshire. Tiffany grew her career into Curriculum Writing and Development for a private K-12 academic company. Tiffany is an active volunteer in her community and is currently pursuing her Masters in Training and Performance Improvement in Education. She is passionate about assisting organizations in reaching their highest potential through helping find available grant funds and resources that will support their mission, values and goals. Tiffany resides in Plymouth, New Hampshire with her Husband and 2 young children.

FIRST THINGS FIRST

- DO YOU HAVE A 501 C3; CITY, COUNTY GOVERNMENT; NOT FOR PROFIT STATUS?
- EIN
- DUNS NUMBER (GO TO [GRANTS.GOV](https://www.grants.gov))
- SAM (SYSTEM AWARD MANAGEMENT – [GRANTS.GOV](https://www.grants.gov))
- ADOBE (UP TO DATE?)

TWO TRADITIONAL FUNCTIONS OF NON-PROFITS

- FUNDRAISING
- ADVOCACY

QUESTION:

CAN YOU DO AN ELEVATOR SPEECH ABOUT YOUR ORGANIZATION? About 1 – 3 minutes --

BE PROJECT READY THROUGH STRATEGIC PLANNING

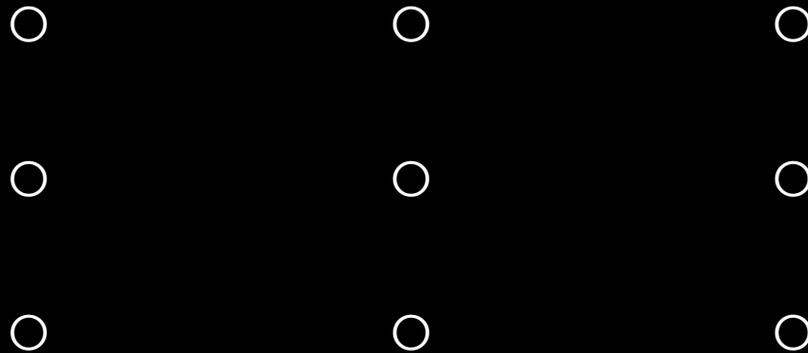
- Organization's roadmap outlining mission, goals, objectives involving people in the organization and identifying action steps, CAPACITY and HUMAN RESOURCES to achieve goals and objectives identified in the plan.
- Planning includes fundraising and grants applications to federal, foundations, corporate giving programs.

QUESTION:

DOES YOUR ORG HAVE A STRATEGIC PLAN?

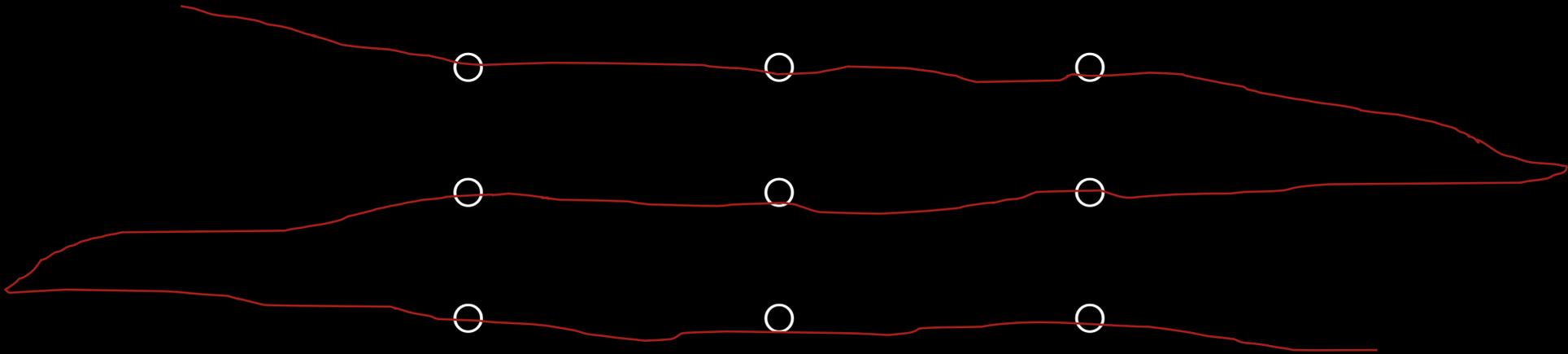
GRANTS ACTIVITY

- NINE DOTS EXERCISE – PEN CONNECTS ALL DOTS – TOUCH EACH DOT ONCE – PEN DOESN'T LEAVE THE PAPER



THINK OUT OF THE BOX FOR GRANTS

- NINE DOTS EXERCISE



LOOK, LISTEN AND LEARN

- LOOK AT GRANT WEBSITES AND GRANT SOURCES:
 - GRANTS.GOV
 - THE FOUNDATION CENTER –
<http://philanthropynewsdigest.org/rfps>
 - TOP GIVING FOUNDATIONS IN ALABAMA
- LISTEN TO STAKEHOLDERS WHO POTENTIALLY BENEFIT
- LISTEN TO THE NEEDS OF COMMUNITY YOU SERVE
- LISTEN TO THE PEOPLE WHO WORK FOR YOU OR WITH YOU

RELATIONSHIPS

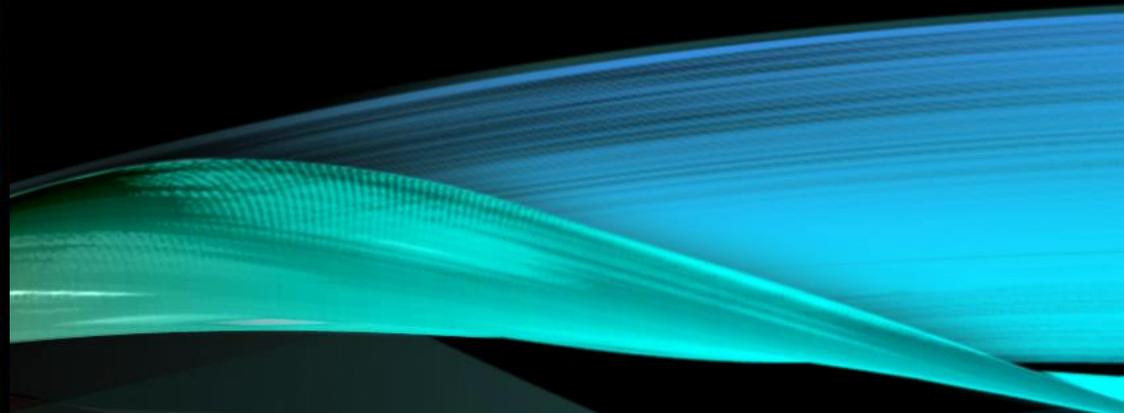
- CONGRESSIONAL OFFICE AS RESOURCE FOR GUIDE TO GRANTS; ISOLATED SEARCHES; LETTERS OF SUPPORT; TRACKING GRANTS SUBMITTED AND AWARDED
- POTENTIAL FUNDERS
- TEAM THAT WILL ASSIST WITH THE GRANT PROPOSAL
- POTENTIAL PARTNERS (WHO ELSE IS IN THE BOAT?)





INNOVATIVE
PARTNERSHIPS

LADDERS OF
OPPORTUNITY





PRIORITIZE

- SET 1ST, 2ND, 3RD PRIORITIES AND BE CLEAR
- YOU MAY WANT IT BUT DO YOU NEED IT?

- CAN YOU MAKE THE CASE WITH QUANTITATIVE DATA, QUALITATIVE DATA?

- WHY OR HOW WOULD YOUR PROJECT MEET A CRITICAL NEED OR GAP?

- DO YOU HAVE THE CAPACITY TO DO THE PROJECT? TEAM?

GRANTS.GOV DO SOME DIGGING



SEARCH: Grant Opportunities ▾ Enter Keyword... **GO**

HOME LEARN GRANTS ▾ **SEARCH GRANTS** APPLICANTS ▾ GRANTORS ▾ SYSTEM-TO-SYSTEM ▾ FORMS ▾ OUTREACH ▾ SUPPORT

GRANTS.GOV > Search Grants

SEARCH GRANTS ?

[Search Tips](#) | [Export Results](#)

BASIC SEARCH CRITERIA:

Keyword(s):

Funding Opportunity Number:

CFDA:

SEARCH

OPPORTUNITY STATUS:

Posted (2,466)

Closed (2,165)

Archived (32,843)

FUNDING INSTRUMENT TYPE:

All Funding Instruments

Cooperative Agreement (911)

Grant (1,709)

Other (53)

SORT BY: Posted Date (Descending) ▾

Update Sort

DATE RANGE: All Available ▾

Update Date Range

1 - 25 OF 2466 MATCHING RESULTS: [« Previous](#) **1** [2](#) [3](#) [4](#) [5](#) [6](#) ... [99](#) [Next »](#)

| Funding Opportunity Number | Opportunity Title | Agency | Posted Date ↓ | Close Date |
|--|---|--|---------------|------------|
| 13-542 | Research Experiences for Undergraduates | National Science Foundation | 05/18/2016 | 05/27/2016 |
| HHS-2016-ACL-CIP-MP-0183 | Senior Medicare Patrol Projects - Empowering Seniors to Prevent Health Care Fraud | Administration for Community Living | 05/18/2016 | 07/20/2016 |
| L16AS00120 | BLM-CO- Front Range District Hazardous Fuels and Forest Management Activities. | Bureau of Land Management | 05/18/2016 | 07/15/2016 |
| P16AS00176 | Geoscientists-in-the-Parks Internships | National Park Service | 05/18/2016 | |
| RFA-HG-16-016 | BD2K Open Educational Resources for Skills Development in Biomedical Big Data Science (R25) | National Institutes of Health | 05/18/2016 | 08/02/2017 |
| ONDCP-DRUGCOURTTTA-2016 | Drug Court Training and Technical Assistance Grant | Office of National Drug Control Policy | 05/18/2016 | 07/15/2016 |

GRANTS.GOV DO SOME DIGGING

BASIC SEARCH CRITERIA:

Keyword(s):

Funding Opportunity Number:

CFDA:

OPPORTUNITY STATUS:

Posted (335)

Closed (0)

Archived (0)

FUNDING INSTRUMENT TYPE:

All Funding Instruments

Cooperative Agreement (220)

Grant (153)

Other (6)

Procurement Contract (3)

ELIGIBILITY:

All Eligibilities

City or township governments (77)

County governments (79)

For profit organizations other than small businesses (72)

Independent school districts (70)

CATEGORY:

SORT BY: Agency (Ascending)

DATE RANGE: Posted - Last 2 Weeks (335)

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1 - 25 OF 335 MATCHING RESULTS: [« Previous](#) **1** [2](#) [3](#) [4](#) [5](#) [6](#) ... [14](#) [Next »](#)

| Funding Opportunity Number | Opportunity Title | Agency ↑ | Posted Date | Close Date |
|--|---|---|-------------|------------|
| HHS-2016-ACF-ACYF-CY-1121 | Basic Center Program | Administration for Children and Families | 05/05/2016 | 07/05/2016 |
| HHS-2016-ACF-ACYF-CA-1179 | Grants to Address Trafficking within the Child Welfare Population | Administration for Children and Families | 05/10/2016 | 07/11/2016 |
| HHS-2016-ACF-ACYF-AT-1130 | Affordable Care Act Tribal Personal Responsibility Education Program for Teen Pregnancy Prevention | Administration for Children and Families | 05/09/2016 | 07/08/2016 |
| HHS-2017-ACF-OHS-CH-R04-1198 | Head Start and/or Early Head Start Grantee - Macon, Bibb, and Monroe Counties, Georgia | Administration for Children and Families - OHS | 05/16/2016 | 07/19/2016 |
| HHS-2016-ACF-OPRE-PH-1170 | Tribal Research Center on Early Childhood | Administration for Children and Families - OPRE | 05/06/2016 | 07/06/2016 |
| HHS-2016-ACF-OPRE-YE-1177 | Child Care and Development Block Grant (CCDBG) Implementation Research and Evaluation Planning Grants | Administration for Children and Families - OPRE | 05/09/2016 | 07/08/2016 |
| HHS-2016-ACF-OPRE-HG-1169 | Health Profession Opportunity Grants (HPOG) University Partnership Research Grants | Administration for Children and Families - OPRE | 05/12/2016 | 07/11/2016 |
| HHS-2016-ACF-OPRE-PD-1156 | Self-Sufficiency Research Clearinghouse | Administration for Children and Families - OPRE | 05/17/2016 | 07/20/2016 |
| HHS-2016-ACL-NIDILRR-DPGE-0157 | Disability and Rehabilitation Research Projects (DRRP) Program: National Research | Administration for Community Living | 05/05/2016 | 07/05/2016 |

FOUNDATION CENTER – DO SOME DIGGING

philanthropynewsdigest.org/rfps

LOGIN | REGISTER

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FUNDRAISING DAY 2016
IN NEW YORK
BECOME A BETTER FUNDRAISER IN ONE DAY!

AFP
Association of Fundraising Professionals
New York City Chapter

JUNE 17, 2016
NEW YORK MARRIOTT MARQUIS
NEW YORK CITY
[REGISTER NOW](#)

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RFPs

Philanthropy News Digest publishes RFPs and notices of awards as a free service for grant-making organizations and nonprofits. To have your RFP considered for publication, please email pndrfp@foundationcenter.org with a Word document, text-only file, or link to a Web site explaining the program scope, grantee qualifications, application instructions, and deadlines. We require notice of funding opportunities five weeks in advance of their deadlines.

New RFPs

AGING

[Aroha Philanthropies Issues RFP for Artful Aging Grants](#)
POSTED: MAY 11, 2016
DEADLINE: JUNE 1, 2016

Grants of up to \$50,000 will support efforts to develop and expand successful artful aging programs, document their effectiveness, and share that information broadly....

ARTS / CULTURE

[Adolph & Esther Gottlieb Foundation Invites Applications for Individual Support Grants](#)
POSTED: MAY 18, 2016
DEADLINE: DECEMBER 15, 2016

Twelve grants of up to \$25,000 are awarded each year to artists who have been in a mature phase of their art practice for at least twenty years....

[Grammy Foundation Accepting Letters of Inquiry for Grants in Music Research and Preservation Projects](#)
POSTED: MAY 15, 2016

PND NEWSLETTERS AND ALERTS

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SEARCH RFPs

Subject 

Keyword 

UPCOMING DEADLINES

[Ruderman Foundation, Jewish Week Accepting Applications for Ruderman Best in Business Award](#)
DISABILITIES
Deadline: May 25, 2016

[DTA Foundation Seeks Applications for Oral Health Grants Program](#)
HEALTH
Deadline: May 25, 2016

[DTA Foundation Invites Applications for Dental](#)

FEDERAL GRANT RFP AND WEBINARS

- RFP WILL HIGHLIGHT ALL REQUIRED ELEMENTS FOR THE PROPOSAL
- RFP WILL HAVE CHECKLIST (MOST DO) AT THE END OF THE RFP
SEE EXAMPLE OF CHOICE NEIGHBORHOOD CHECK LIST
- WEBINARS TO HEAR AND SEE PRIORITY AREAS THAT WILL BE FUNDED; ASK QUESTIONS
- REACH OUT VIA PHONE AND EMAIL TO CONTACT PERSON

Proposal Writing



WATCH

[MORE »](#)



What Are Potential Red Flags When You Are Reviewing Proposals?

00:01:25

Grantmakers share their insights and advice on proposals, relationships with nonprofit organizations, and more.

FIND US

Over **450 locations** provide our resources for free. Find one near you.

Enter your ZIP code

JOB

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Goldman Bridge Fellow

LIVE CHAT

[MORE »](#)

Your Proposal Writing Questions, Answered

TRAINING EVENTS

[MORE »](#)

Introduction to Proposal Writing

May 24, 2016, 10:30 am - 12:00 pm

Atlanta, Georgia | **Classroom**

Learn the key components of a proposal to a foundation.

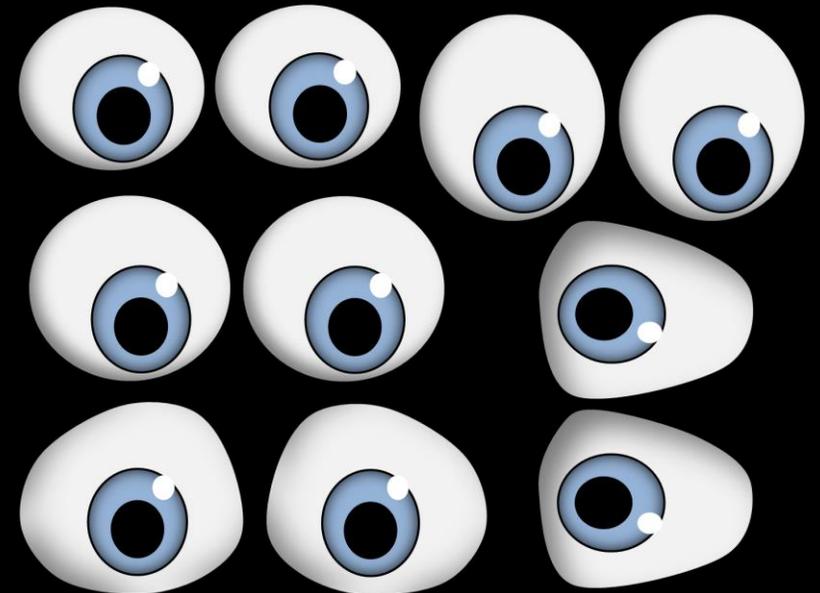
Free

Crafting a Competitive LOI

May 24, 2016, 11:00 am - 12:30 pm

EYES ON EDITING

- AT GRANT WORK, LLC WE HAVE A TEAM OF 3 FOR WRITING AND EDITING
- GRAMMERLY
- SPELLCHECK
- GET 4TH SET OF EYES – EXAMPLE ALDOT



COMMON MISTAKES

- WAITING TIL LAST DAY TO SUBMIT GRANT – BAD IDEA
- ADOBE ; SAMS; DUNS
- FONT ERROR – TIMES NEW ROMAN AND 12 POINT SIZE
- DOUBLE SPACE OR SINGLE SPACE AND ONE INCH MARGIN
- NARRATIVE EXCEEDS MAXIMUM REQUIREMENT
- BUDGET PROBLEMS
- COST SHARE/ MATCH
- LETTERS OF SUPPORT – GET AS MANY AS CAN IF RFP ALLOWS
- EVALUATION PROCEDURES AND SOFTWARE REQUIREMENTS

BENEFIT-COST ANALYSIS

- TRANSPORTATION GRANTS AS EXAMPLE REQUIRE METHODOLOGY AND STATISTICAL DATA ANALYSIS TO SHOW THAT THE BENEFITS OVERWEIGH THE COSTS OF A PROJECT
- QUANTITATIVE AND QUALITATIVE DATA USEFUL
- ENGAGE UNIVERSITY TO ASSIST IN THIS RESEARCH DATA
- ECONOMIC IMPACT ANALYSIS NOT REQUIRED; BUT, USEFUL DATA DEVISED THROUGH BUSINESS CENTERS WITH UNIVERSITIES

TIMELINES

- OPEN GRANTS
- BE COGNIZANT OF DEADLINES
- BE PROJECT READY
- DUNS /SAMS MAKE TAKE COUPLE DAYS - WEEKS
- DRAFT PROPOSAL
- LET OTHERS EDIT
- CAN YOU DO WHAT YOU SAY – CAPACITY?
- EVALUATION REPORTS/ OUTCOMES DATA

QUESTIONS

